

# INPUT

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043

(415) 960-3990

September 19, 1984

Ron Weeks  
Senior Product Manager  
CINCOM SYSTEMS  
2300 Montana Avenue  
Cincinnati, Ohio 45211

*Direct Mail  
Software Research Service*

Dear Ron:

Enclosed is information on INPUT's recently announced Software Research Service (SRS).

Based on our previous discussion, I am convinced this program will meet both your industry research needs as well as your external market research allocation. It is tailored specifically for the software marketplace and the subscription fee is priced extremely well.

Hotline/telephone inquiry service begins for one full year upon receipt of the enclosed authorization form. Participation at our 1985 joint client conference will allow you to meet with INPUT consultants, industry experts, and your peers. A wide range of report choices allows you to tailor the program to fit your particular needs.

Please review the enclosures in detail.

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Thank you for your consideration. I am confident that we have arrived at a solution for your research requirements. On behalf of myself and my colleagues at INPUT, we look forward to working with you.

Sincerely,

*Nancy*  
Nancy A. Hill  
Senior Consultant

NAH:jdw

Enclosures: SRS brochure and authorization



# INPUT

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043

(415) 960-3990

September 19, 1984

Paul Cechovic  
Director of Marketing  
COMPUWARE CORPORATION  
32100 Telegraph Road  
Birmingham, Michigan 48010

Dear Paul:

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
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Sincerely,

  
Nancy A. Hill  
Senior Consultant

NAH:jdw

Enclosures: SRS brochure and authorization



# INPUT

220 E. HURON, SUITE 209, ANN ARBOR, MI 48104

(313) 971-0667

September 19, 1984

Kenneth Petkunas  
Director of Marketing  
PANSOPHIC SYSTEMS  
709 Enterprise Drive  
Oak Brook, Illinois 60524

Dear Ken:

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
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Senior Consultant

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# INPUT

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043

(415) 960-3990

September 19, 1984

Robert Payne  
President  
SYSTEMS PROGRAMMING & RESOURCES, INC.  
1100 Jorie Boulevard, 3rd Floor  
Oak Brook, Illinois 60521

Dear Bob:

Enclosed is information on INPUT's recently announced Software Research Service (SRS).

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(415) 960-3990

September 19, 1984

Larry Kerber  
Strategic Planner  
COMSHARE  
P.O. Box 1588  
Ann Arbor, Michigan 48106

Dear Larry:

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
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(415) 960-3990

September 19, 1984

Dennis Ganster  
Director  
COMSHARE  
P.O. Box 1588  
Ann Arbor, Michigan 48106

Dear Dennis:

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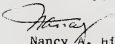
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Senior Consultant

NAH:jdW

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(415) 960-3990

September 19, 1984

Stephen Gardner  
Senior Manager, Strategic Planning  
BURROUGHS CORPORATION  
Burroughs Place  
Detroit, Michigan 48232

Dear Steve:

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
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(415) 960-3990

September 19, 1984

Harold McDougal  
BURROUGHS CORPORATION  
Burroughs Place  
Detroit, Michigan 48232

Dear Mr. McDougal:

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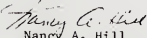
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(415) 960-3990

September 19, 1984

George Sundham  
Vice President  
ANALYSTS INTERNATIONAL CORP.  
7615 Metro Boulevard  
Minneapolis, Minnesota 55435

Dear George:

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(415) 960-3990

September 19, 1984

Mark Kleinschmidt  
Marketing Manager  
NATIONAL COMPUTER SYSTEMS  
4401 West 76th Street  
Minneapolis, Minnesota 55435

Dear Mark:

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
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(415) 960-3990

September 19, 1984

Thomas Scheele  
Vice President  
COMSERV  
3400 Comserv Drive  
Eagan, Minnesota 55122

Dear Tom:

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
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